



## **East Coast Underwriters, LLC Introduces Jeff Perkins as VP of Sales**

Spartanburg, SC – East Coast Underwriters, LLC is pleased to announce the addition of Jeff Perkins as VP of Sales to our corporate headquarters office in Spartanburg, SC

Jeff has more than 16 years experience in the stop loss industry including National Sales VP of an MGU and Regional Sales Director for the stop loss unit of a national carrier. He has spent his career in the self funded marketplace with management and sales positions at two TPA's and as a consultant with a national broker.

“Jeff brings a long history of success working with TPA's and is highly respected throughout the industry,” said Aaron Wilkie, President of ECU. “I'm confident Jeff will expand our presence in the marketplace with the help of our other VP of Sales, Mike Hirsch, who works out of our Amherst, NY office.”

Jeff can be reached at (404) 219-0088 or at [jperkins@ecumgu.com](mailto:jperkins@ecumgu.com).

## **About East Coast Underwriters, LLC**

**East Coast Underwriters** is a Managing General Underwriter, providing Medical Stop Loss Insurance on behalf of AM Best's "A" and "A++" rated carriers to employer groups who self fund their medical benefits. ECU's primary objective is not only to help our Third Party Administrator partners maintain existing business but also help them write new business. ECU brings value to our partners that many of our competitors don't by offering innovative products like Spaggregate™ that are specifically designed to move small group fully insured business to self-funding. ECU also strives to provide the highest quality of service in the industry by utilizing sound underwriting practices and claim management services through our "Medical Solutions" program in an effort to assist our clients control medical risk. Visit [www.ecumgu.com](http://www.ecumgu.com).